

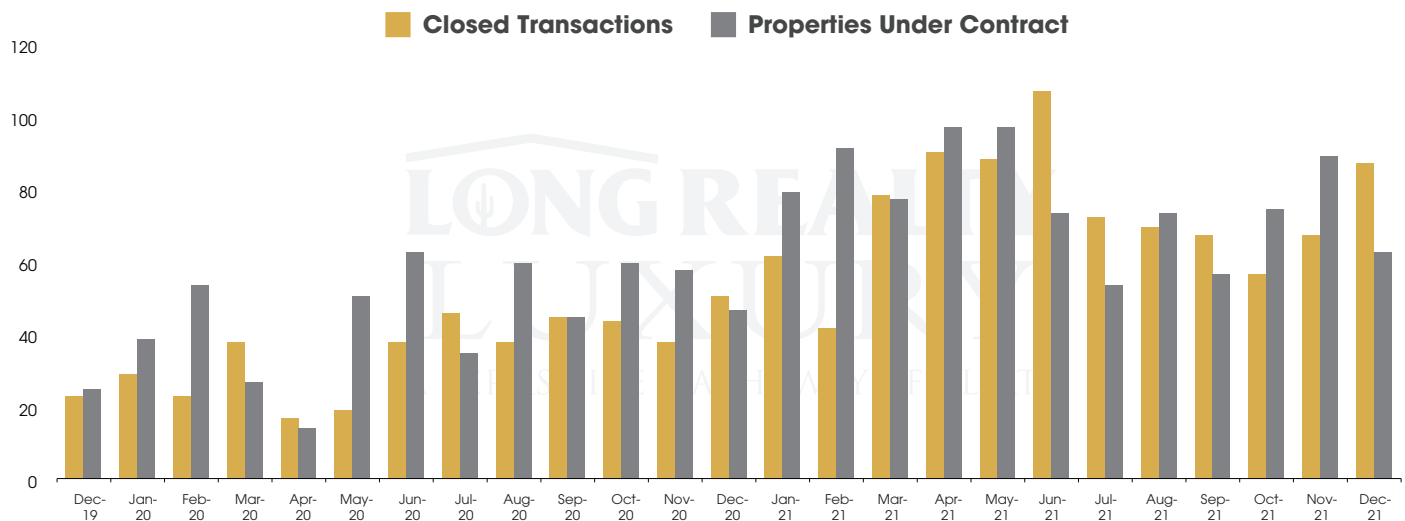
THE LUXURY HOUSING REPORT

TUCSON | JANUARY 2022

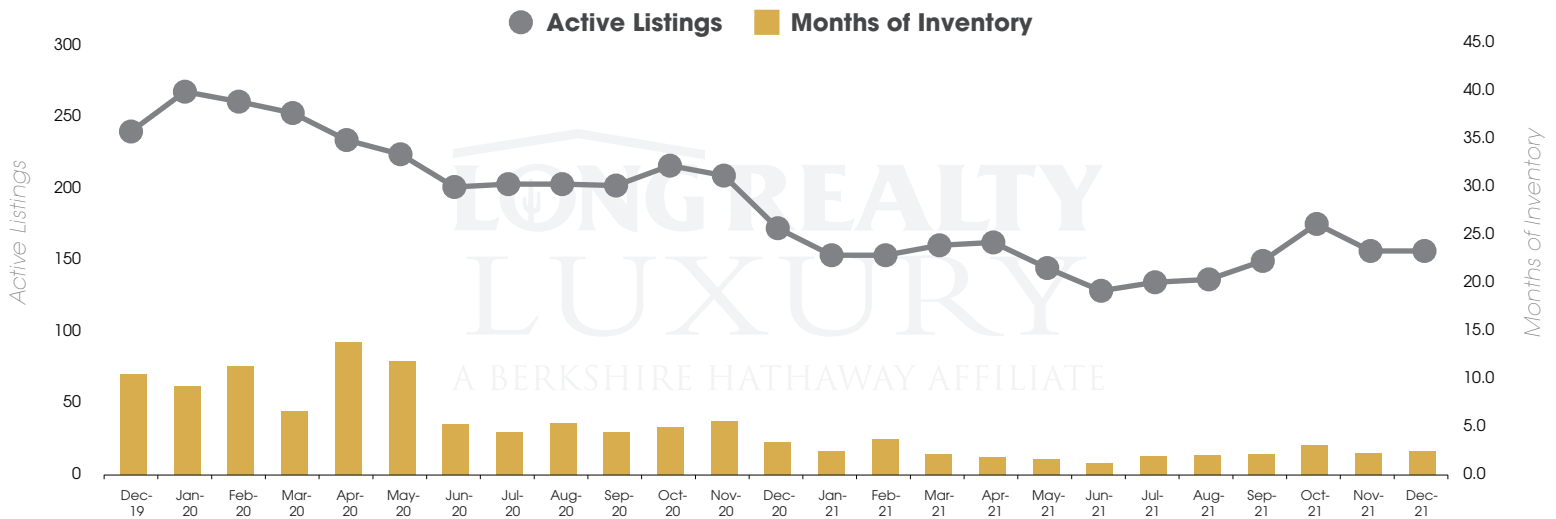
LONG REALTY
LUXURY
A BERKSHIRE HATHAWAY AFFILIATE

In the Tucson Luxury market, December 2021 active inventory was 158, a 9% decrease from December 2020. There were 88 closings in December 2021, a 73% increase from December 2020. Year-to-date 2021 there were 895 closings, a 110% increase from year-to-date 2020. Months of Inventory was 1.8, down from 3.4 in December 2020. Median price of sold homes was \$973,432 for the month of December 2021, down 9% from December 2020. The Tucson Luxury area had 63 new properties under contract in December 2021, up 34% from December 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT Tucson Luxury



ACTIVE LISTINGS AND MONTHS OF INVENTORY Tucson Luxury



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ for all residential properties priced \$800,000 and above. All data obtained 01/06/2022 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE Tucson Luxury

**On average, homes
sold this % of
original list price.**

Dec 2020	Dec 2021
98.2%	96.0%



MARKET SHARE Tucson Luxury

**Long Realty leads the
market in successful
real estate sales.**

*Data Obtained 01/06/2022
from MLSSAZ using
TrendGraphix software for
all closed residential sales
volume priced \$800,000 and
above between 01/01/2021
– 12/31/2021 rounded to the
nearest tenth of one percent
and deemed to be correct.*

LONG REALTY COMPANY 41.1%

Tierra Antigua Realty 9.3%

Russ Lyon Sotheby's International Realty 7.9%

Coldwell Banker Residential Brokerage 5.5%

Realty Executives Arizona Territory 5.1%

Keller Williams Southern Arizona 4.4%



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MARKET CONDITIONS BY PRICE BAND Tucson Luxury

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21			
\$800,000 - \$899,999	30	25	19	24	10	25	32	0.9	1.4	Seller
\$900,000 - \$999,999	17	7	17	15	17	11	18	0.9	1.3	Seller
\$1,000,000 - \$1,249,999	19	13	13	17	14	13	18	1.1	1.4	Seller
\$1,250,000 - \$1,499,999	31	7	12	7	6	8	11	2.8	3.9	Seller
\$1,500,000 - \$1,749,999	14	9	8	2	3	4	4	3.5	4.3	Slightly Seller
\$1,750,000 - \$1,999,999	10	4	0	2	2	1	1	10.0	6.8	Slightly Buyer
\$2,000,000 - and over	37	8	1	1	5	6	4	9.3	7.1	Slightly Buyer
TOTAL	158	73	70	68	57	68	88	1.8	2.3	Seller

 Seller's Market

 Slight Seller's Market

 Balanced Market

 Slight Buyer's Market

 Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 01/06/2022 for all residential properties priced \$800,000 and above. 3 month trend in months of inventory is the average of closed sales and active listing data from 10/01/2021-12/31/2021. Information is believed to be reliable, but not guaranteed.